



PROGRAM OBJECTIVES

- Encourage alternatives to SOV commuting
- Reduce vehicle trips and miles
- Reduce traffic congestion and improve air quality



INITIATIVES

- Ridesharing
- Guaranteed Ride Home
- 'Pool Rewards
- Bike to Work Day
- SafeTrack
- Employer Recognition Awards
- Car Free Day



SPRING SCHEDULE

JAN Production and Media Placement

FEB GRH Campaign Launches

FEB Rideshare Campaign Launches

FEB Winter Newsletter & E-Newsletter Distributed

MAR 'Pool Rewards Promotion

MAY Bike to Work Day Promotion

JUN Employer Recognition Awards Event





CREATIVE







TRADITIONAL VS. NON-TRADITIONAL MEDIA

- Direct response = direct engagement
- Evolution towards non-traditional media = more about what the audience cares about and they opt-in for more on their own
- Social advertising vs. social engagement
- We're seeing results from new tactics used in FY2016



SOCIAL ADVERTISING VS. SOCIAL ENGAGEMENT

According to a New York Times study, people share for these reasons:

to learn: 73% say they process info more thoroughly & thoughtfully when they share

to inform & influence: 49% say sharing changes opinions or encourages action

to help: 94% consider how the share will be useful to recipients

to show identity: 68% say gives people a better sense of who they are & what they care about

to connect: 78% say to stay connected to people; 73% to connect w/ those who share interests

to participate: 69% say they feel more involved in the world

to support: 84% share to support causes they care about



MEDIA BUDGET

Radio \$159,056

Network TV \$ 98,005

Social Media \$ 12,690

Pandora \$ 49,036

Total Paid Media: \$319,057

Added Value: \$ 76.507

Direct Mail: \$43,744

Campaign Live: February 2016 – June 2016



SPRING RIDESHARE RADIO ADS

:30 English radio spots (2)



Kids Stock Market



Kids Stressed Out

:30 Spanish radio spots (2)



Kids Stock Market



Kids Stressed Out



SPRING RIDESHARE RADIO

Flight dates: Feb 8 – June 26















SPRING RIDESHARE TV AD - "SAVE YOUR SANITY"







Flight dates: 4.18 - 6.27

SPRING RIDESHARE SOCIAL & ONLINE

Flight weeks: 2/8 - 6/20



Facebook



Instagram



Twitter



Pandora

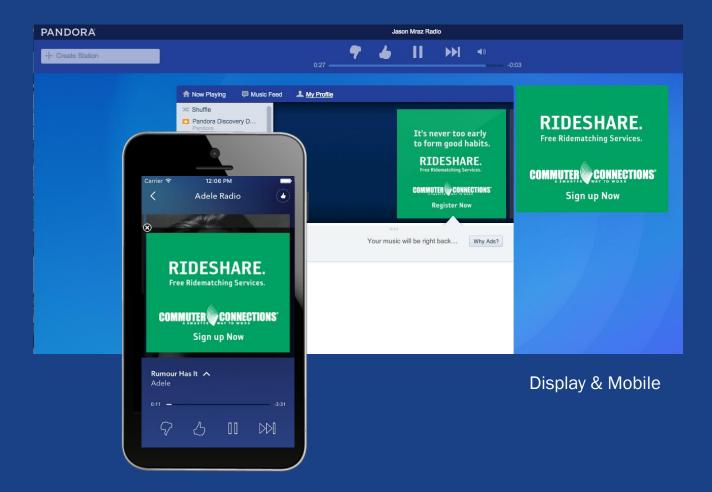


SPRING PAID MEDIA

MEDIA	2/1 2,	/8 2/15	2/22 2/2	29 3/7 3	3/14 3/21	3/28 4	/4 4/11	4/18 4/	/25 5/25	5/30 6/	/6 6/13 6	5/20 6/27
Guaranteed Rid	e Home											
Radio	•	•			•	•	•		•	•	•	•
Social Media	•	•	•		②	•	· ·		•	•	•	•
Digital	•	•	•		•	•	•		•	•	•	•
Rideshare												
Radio	(•	•	•	•) (•	•	•		>	•
TV	(•	•	•	•) (•	•	•	•		Ø
Social Media	(•	•	•	•) (•	•	•			



SPRING RIDESHARE PANDORA ADS



SPRING RIDESHARE VALUE AD

Added value includes:

- :30 bonus TV & Radio spots
- :15 reads
- Banner ads



PANDORA AUDIO + DISPLAY ADS

	Impressions	Clicks	Click Thru Rate
Week of 2.8	223,527	771	0.34%
Week of 2.22	223,622	556	0.25%
Week of 3.7	223,598	596	0.27%
Week of 3.21	223,557	555	0.25%
Week of 4.4	223,590	660	0.30%

Benchmark/Average Click Thru Rate = .30%



PANDORA BANNER ADS

	Impressions	Clicks	Click Thru Rate
Week of 2.8	212,765	1,715	0.81%
Week of 2.22	212,700	1,611	0.76%
Week of 3.7	212,670	1,752	0.82%
Week of 3.21	212,763	1,725	0.81%
Week of 4.4	212,696	1,494	0.70%

Benchmark/Average Click Thru Rate = .71%



PANDORA MOBILE ADS

	Impressions	Clicks	Click Thru Rate
Week of 2.8	65,998	617	0.93%
Week of 2.22	65,971	658	1.00%
Week of 3.7	66,065	706	1.07%
Week of 3.21	66,017	768	1.16%
Week of 4.4	65,968	646	0.98%

Benchmark/Average Click Thru Rate = .30%

RESULTS TO DATE: SOCIAL MEDIA

	Impressions	Clicks	Click Thru Rate
Twitter	313,000	536	0.17%
Facebook		13,264	2.87%
Instagram		397	.14%

Facebook Benchmark/Average Click Thru Rate = 0.119% Twitter Benchmark/Average Click Thru Rate = 1-3%



ANALYTICS TO DATE: CC WEBSITE

Month	FY2015 Web Visits	FY2016 Web Visits	Change
January	12,308	11,990	-2.58%
February	10,960	19,307	76.16%
March	14,919	24,637	65.14%
April	14,185	25,879	82.44%

Web visits increased 46% during the second half of FY16 vs. FY15

We credit website visit surge to increased digital and social media presence across Pandora, Facebook, Twitter, and Instagram



VALUE ADD

Added value from the media outlets including:

- :05 & :10 radio reads
- Homepage takeover
- Banner ads
- E-newsletter promotion
- Billboards & ticker messaging on Comcast
 SportsNet Baltimore feed



VALUE ADD









CREATIVE STRATEGY

- Help audiences to imagine the experiences to motivate them to register and be prepared
- Focus on life's little emergencies



CREATIVE







RADIO

Flight dates: 2.1 - 6.12.16













SOCIAL & ONLINE

Flight Weeks: 2/1 -- 6/6



Facebook



Instagram



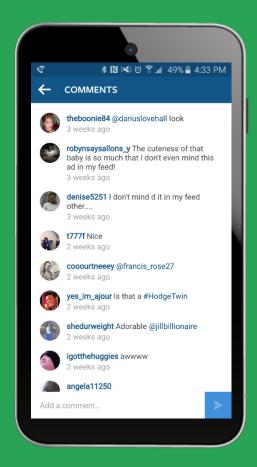
Twitter



WTOP and NBC4

SOCIAL & ONLINE







SPRING MEDIA BUDGET

Radio \$ 181,143

Social Media \$ 14,850

Online \$ 17,000

Total Paid Media: \$ 212,993

Added Value: \$ 14,850

Direct Mail: \$ 43,744

Campaign Live: February 1 – June 12, 2016

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SPRING GRH VALUE ADD

Added value includes:

- :30 bonus spots
- Banner ads
- Commuter Connections logo with URL



PROMOTION: WMZQ

- Commuter Connections sponsorship of WMZQFest (concerts)
- Weekly:10 on air-promotions (mentions Commuter Connections as sponsor)
- Total mentions through June 9: 1,042
- Winners receive a pair of concert tickets





RESULTS TO DATE: WTOP.COM DIGITAL ADS

WTOP.com	Ad Server Imps	Ad Server clicks	Ad Server CTR
Week of 2.1	88,349	149	0.17%
Week of 2.15	86,792	166	0.19%
Week of 3.7	82,285	142	0.17%
Week of 3.21	79,339	114	0.14%
Week of 4.3	77,398	228	0.29%
Week of 4.18	84,794	521	0.61%
Week of 5.1	82,729	213	0.26%
Week of 5.16	83,507	265	0.32%
Week of 5.23	71,020	275	0.39%

Benchmark/Average Click Thru Rate = 0.09%



RESULTS TO DATE: SOCIAL MEDIA

	Impressions	Clicks	Click Thru Rate
Twitter	564,000	887	0.16%
Facebook		13,970	2.86%
Instagram		419	0.09%

Facebook Benchmark/Average Click Thru Rate = 0.119% Twitter Benchmark/Average Click Thru Rate = 1-3%



DONATED TRANSIT PLACEMENTS



















PRINT PLACEMENTS

Double up and save some money to boot.

RIDESHARE. Free Ridematching Services.

Sign up today.

COMMUTER CONNECTIONS COMMUTER 800.745.RIDE



DCMilitary.com Magazine Ad



EARNED MEDIA

OBJECTIVES

- Increase impressions
- Build trust

STRATEGY

- Position as key resource & innovator
- Promote economical, environmental, and social benefits



RESULTS COMBINED RIDESHARE & GUARANTEED RIDE HOME







RIDESHARE APPLICATIONS





STRATEGY

Promote benefits & encourage registration

Use new & traditional media





MEDIA BUDGET

TV \$ 38,908

Facebook \$ 2,100

Twitter \$ 2,100

Total Paid Media \$43,108

Added Value: \$ 910,800

Campaign Live: February – March 2016







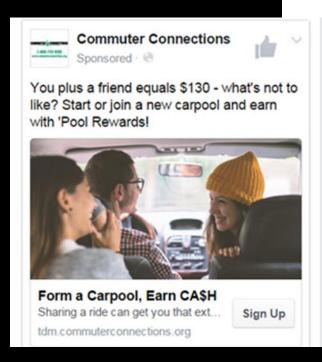


CREATIVE - TV AD

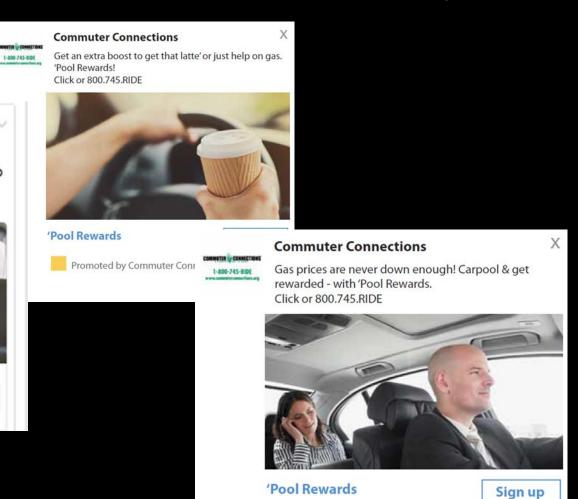




SOCIAL MEDIA



Facebook ads



Twitter ads

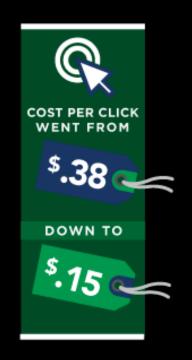


Promoted by Commuter Connections

RESULTS TO DATE: SOCIAL MEDIA

INDUSTRY .5% 2016 LICK THRUS 2.66%









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STRATEGY

STRATEGY

Promote bicycling as a viable commute alternative

Build regional participation

Engage employers and organizations



STATISTICS

State of Commute 2013

Table 4, pg 29 Bike/Walk by Sex

Male 2%

Female 2%

Table 5, pg 29 bike/walk by ethnic group

Hispanic 1%

White 3%

AA 1%

Asian 2%

MEDIA BUDGET

Radio: \$54,986

Net spend: \$ 54,986

Added Value: \$ 2,250



PROCLAMATION



Signed April 20, 2016

Greg Billing – WABA Executive Director
Timothy Lovain - TPB Chair and Alexandria City Councilmember
Bridget Newton – Mayor City of Rockville
Elissa Silverman – DC Councilmember
Nicholas Ramfos – COG/TPB Director of Transportation Operations
Programs

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2016 SPONSORS





SPONSOR CONTRIBUTIONS

Cash sponsors secured, final:

\$43,350

In-Kind Sponsorship total:

\$9,945

Grand Total: \$53,295





POSTER







T-SHIRT





RACK CARD







PIT STOP BANNER



EDGEWOOD-MET BRANCH TRAIL

On the Metropolitan Branch Trail
Above Rhode Island Avenue, NE
7:00 am to 9:00 am









WORK DAY 2016















Register at BIKETOWORKMETRODC.ORG or call 800.745.7433



WEBSITE



BIKE TO WORK DAY 2016 FRIDAY MAY 20



HOME

EMPLOYER RESOURCES

EVENT INFO

FIRST TIME RIDER INFO

REGISTER

SPONSORS

Bike to Work Day

On Friday May 20, 2016 Commuter Connections and the Washington Area Bicyclist Association invite you to celebrate bicycling as a clean, fun, and healthy way to get to work. Attend one of 83 pit stops in D.C., MD, and VA to receive refreshments, and be entered into a raffle for bicycles being given away.

Register Free Today!



Pit Stops

Eighty three pit stops will host Bike to Work Day events throughout D.C., Maryland and Virginia. Take a break at a pit stop on your way to work for lots of food, fun and prizes. Register now, it's free! There are also a few pit stops open for your afternoon commute back.

Read More

Commuter Convoys

Bicycle commuter convoys are forming now for Bike to Work Day on May 20th. All bicyclists are welcome to join the free convoys and there's no need to sign up. Convoys are led by experienced bicycle commuters.

Read More...

Sponsors



Event Poster

A PDF of the new Bike to Work Day 2016 event poster is now available! Click here to see this year's event poster

Find a Ride Buddy

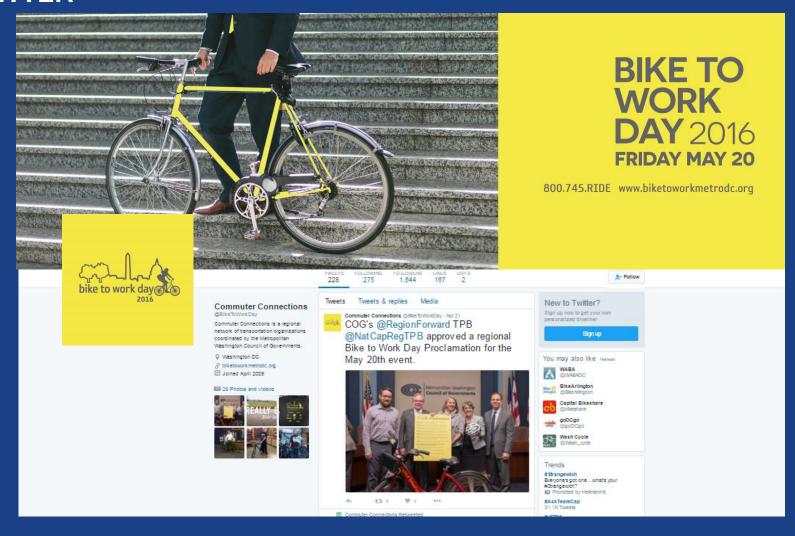
Use the Washington Area Bike Forum to find a ride buddy for Bike to Work Day, or join an online discussion about bicycling in the Washington, D.C. area. Read More...

Increase Bicycling Skills

WABA's adult bicyclist education opportunities are available throughout the Washington region for a wide range of skill sets, from beginners to advanced. There are also seminars for commuting to work. Read More ...

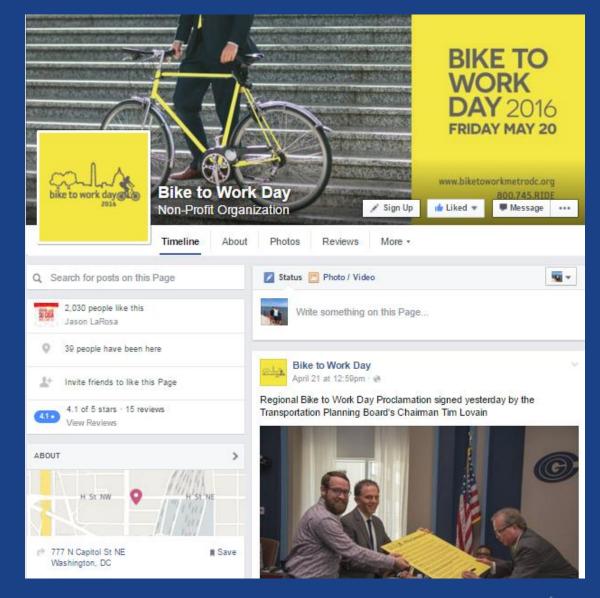


TWITTER





FACEBOOK



WOMEN & MINORITY OUTREACH

A promo toolkit was developed for women, minority, and community organizations to promote BTWD to members:

- US Black Chamber
- Greater Washington Women's Network
- Washington DC Women's BusinessCenter
- DC Bike Party
- Bike House
- Gearin' Up Bicycles
- DC Parks & Recreation Department



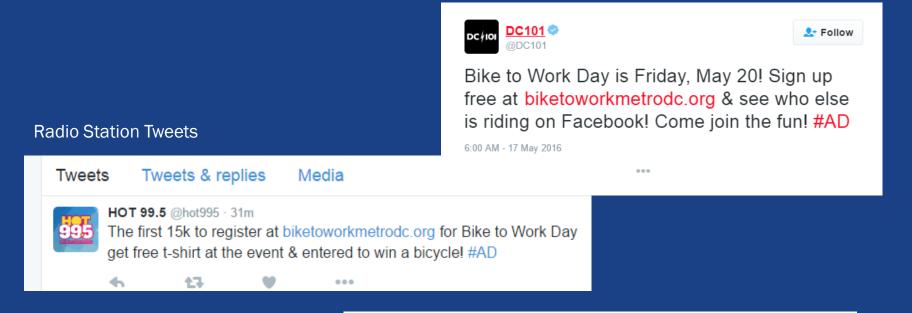
WOMEN & MINORITY MINI-CAMPAIGN

Leverage interviews with Bike Advocates

- Preface the bike advocate podcast and social series with BTWD/MWCOG blog post
- Podcast interviews with TPB Member woman/minority bike advocates featuring:
 - DC Councilmember, Elisa Silverman
 - Frederick County Alderman, Kelly Russell
 - Fairfax County Supervisor, Cathy Hudgins
- Bike advocate endorsements posted on social accounts and updated bicycling to work guides, featuring:
 - Sterling Stone, Gearin' Up Bicycles
 - Lia Seremetis, DC Bike Party founder



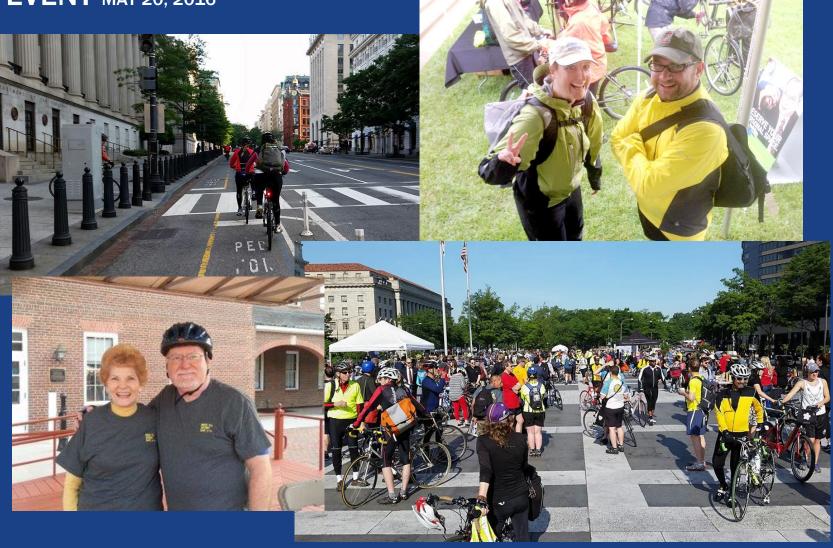
VALUE ADD







EVENT MAY 20, 2016

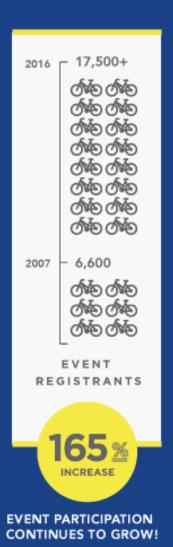




EVENT MAY 20, 2016



RESULTS





1,307

ORGANIC POST REACH BIKE TO WORK WEEK PAGE VIEWS UP
123 NEW FOLLOWERS







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- Press Release
- Targeted e-blasts to commuters and employers near affected areas
- PSA's

Media Budget

- Radio \$8,325
- Digital \$1,675
- Print \$4,917
- Social <u>\$2,000</u>

Total \$16,917



Landing Page



- Radio:30
- 70 ads
- June 2016









- Online animated digital ads
- Run of site/multi-platform
- 167,500 impressions
- June 2016





metrorail
Safe**Track**is now
UNDERWAY!



COMMUTER CONNECTIONS WAY TO WORK

(800) 745-7433

metrorail Safe**Track** is now UNDERWAY!



COMMUTER CONNECTIONS
A SMARTER WAY TO WORK
(800) 745-7433





- Washington Business Journal
- SafeTrack resource guide special publication
- In conjunction with the Greater Washington Board of Trade
- Full page/color 9.5" x 13.58"

WASHINGTON BUSINESS JOURNAL



Metro SafeTrack repair work is underway. Single-tracking, station shutdowns, crowding, and longer wait times are expected.

Your commute should be stress free.
Contact Commuter Connections and learn about all your options.

RIDESHARE.

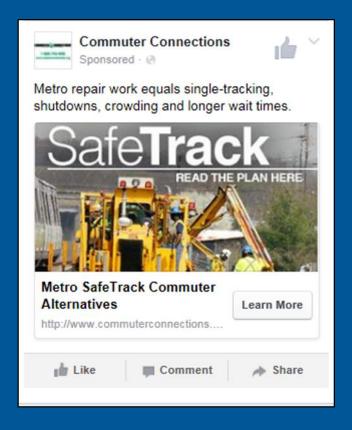
Free carpool matchlist $\pmb{\xi}$ bus, commuter rail, bicycling, walking or telework information.







Facebook Ads









2016 EMPLOYER RECOGNITION AWARDS

STRATEGY

Recognize regional employers who deliver measurable commuter benefits

- Newsletter Story
- Email blast
- Paid & Earned media
- Social Media

Help winners leverage recognition

Employer Winner Kit



INVITATION





PROGRAM BOOKLET





PODIUM SIGNAGE





2016 NOMINEES

Association of Financial Professionals

DrFirst.com, Inc.

Eastern Research Group

Georgetown BID

Lerch Early & Brewer

MITRE Corp

National Rec & Parks Assoc.

TCG

Toole Design Group

United Bank

United Therapeutics Corps.

United Educators

Washington Gas

Wedding Wire

Wells Fargo

Winners to be announced June 27 at Washington Marriott at Metro Center







OBJECTIVES

- Create loyalty and brand awareness
- Develop relationships and trust



STRATEGY

- Published quarterly and reaches
 - Employers
 - Committee members
 - Other TDM stakeholders
- E-Newsletter delivered quarterly to employer database



PRINT



COMMUTER CONNECTIONS - CONTINUAL SUPPORT TO THE REGION

Commuter Connections has a host of programs available to your company and your employees. Created in 1974 as the "Commuter Club," Commuter Connections is a regional network of transportation organizations coordinated under the National Capital Region Transportation Planning Board at the Metropolitan Washington Council of Governments. By 1994 the network had grown in membership to include all Washington D.C. area local governments, select federal agencies, several Transportation Management Associations, and local jurisdictions from the Baltimore region, Maryland, and Northern Virginia.

In 1996 and 1997, the services provided had grown beyond just Ridematching to include transit route and schedule information, a regional Guaranteed Ride Home program, bicycling to work information, park-and-ride lot and HOV lane information, telework program assistance, InfoExpress commuter information services

through the Internet, and employer services. Additionally, a regional carpool incentive was introduced in 2010 under the 'Pool Rewards moniker, and expanded in 2012 to include a vanpool incentive. Commuter Connections also coordinates several regional programs each year, including Bike to Work Day, Car Free Day, and an Employer Recognition Awards program.

Ridesharing

As one of the primary services of Commuter Connections, ridesharing, is defined in simple terms as the act of sharing the ride and cost to get to and from work. Through Commuter Connections' Ridematching system, employees can find other commuters going their way. There are currently more than 17,500 commuters in the database. Commuter Connections also has a mobile-friendly website and app to give commuters access to its programs from their smartphones and tablets.

Continued on page 2



FEDERAL ETC UPDATES

Employee Transportation Coordinator

NEW MARK CENTER BUS ROUTES



In February, the Virginia Department of Rail and Public Transportation (DRPT) launched two new OmniRide commuter bus routes to the Mark Center in Alexandria.

The new routes, operated by the Potomac and Rappahannock

Transportation Commission (PRTC), will start in Dale City and Lake Ridge. Both routes will offer four trips during

the morning and afternoon rush hours, enabling a convenient ride in the I-95 Express Lanes, and using the new I-395 HOV ramp at Seminary Pard

The Dale City route will start at the Dale City commuter lot at Dale Boulevard and Minnieville Road. It will serve stops along Dale



Boulevard before traveling to the Mark Center. The Lake Ridge route will offer four morning trips starting at the Tacketts Mill commuter lot and will also serve the Lake Ridge commuter lot, with stops along old Bridge Rd, and the Gordon Bkd/Rt 123 old Bridge commuter lot. Its final local stop before heading to the Mark Center will be the 1-95/Route 123 commuter lot. Tares will be the standard Dminitide commuter bus one-way fare of \$6.20 with a SmarTrip card or \$8.3.0 cash.

With the operating expenses paid for through DRPT and the buses purchased by PRTC, there will be no cost to Prince William County. "Not only will these routes reduce traffic no nour roads and aid in the protection of our environment, but they will do so without costing the County a single penny," said Prince William County Supervisor Frank J. Principi, who serves as chairman of the PRTC Board of Commissioners.

"We know that the operational support and capital assistance DRPT is able to provide to our partners at PRTC for the new Dale City and Lake Ridge services will be extremely beneficial to transit in the area." Agency Director Jennifer Mitchell said. "These new buses and routes will provide essential mobility options for commuters in the I-395 corridor facing daily traffic congestion."

The Mark Center currently is home to the Department of Defense's Washington Headquarters Services as well as other Department of Defense agencies. Mark Center schedules are available online at www.PRTCtransit.org.

Spring Newsletter



E-NEWSLETTER

Not coming through? Click here to view in browser.

COMMUTER CONNECTIONS

The Commuter Information Source for MD, VA, and Metropolitan D.C.



Commuter Connections - Continual Support to the Region

Commuter Connections has a host of programs available to your company and your employees. Created in 1974 as the "Commuter Club," Commuter Connections is a regional network of transportation organizations...



DC Tops for Walking and Bicycling to Work

The Alliance for Biking and Walking & recently released a report naming the D.C. area a top major U.S. city for bicycling and walking to work.

Bikeshare Sprouting in Fairfax County

In January, the Fairfax County Board of Supervisors approved a \$1.7 million plan to bring bikesharing to Reston and Tysons.

Read mo

Metro Turns 40 with Improvements on the Way

The Washington Metrorall system opened in 1976, ushering in a new and exciting era as the region's transportation gem. Read more



COMMUTER CONNECTIONS





National Capital Region Transportation Planning Board Metropolitan Washington Council Of Governments 777 North Capital Street, NE • Suite 300 • Washington, DC 20002

If you wish to unsubscribe from all future emails, please <u>click here.</u>

www.commuterconnections.org



FY2017 CAMPAIGN DEVELOPMENT TIMELINE

Review Research, Trends, and Prior Campaign Results	July 2016
Write Marketing Communications Plan	July 2016
Reg TDM Marketing Group Feedback via SharePoint	Aug 2016
Conceptual Approaches at Reg TDM Marketing Mtg	Sep 2016
Feedback from Marketing Workgroup	Oct 2016
Refine, Develop and Finalize	Nov 2016
Media Selection	Dec 2016
Production and Distribution to Media	Jan 2017
New FY17 Creative Campaign Goes Live	Feb 2017



